



L.E. MacWilliams

Region Operations Manager
Buffalo #1600

March 6, 1998

TO: R.E. DOBROWOLSKI / 1710
W.E. SURMAN / 5810
M.J. GOODMAN / 1310
T.M. BAGBY / 2210

RE: SALEM TEAR TAPE - MAY DRIVE PERIOD
MCLANE N.E. #375878

ACTION REQUIRED BY 3/13/98

Dear Managers:

In reviewing Chain workplan stub templates for *Salem Tear Tape in McLane N.E.*, it has come to my attention that changes to stub quantities may be appropriate in the below listed chains.

I would appreciate your taking the time to review stubs for chains under your responsibility and making necessary changes to stub quantities. ***All changes must be made by Friday, March 13th.***

As you are aware, it will be necessary to closely monitor allocations dedicated at the Direct Account level in order to avoid the over inventory situations that occurred in 1997. In 1998, any quantities allocated to chains, but not shipped, will be re-allocated to the Region with chain pay point accountability.

<i>Chain Name</i>	<i>CID#</i>	<i>Pay Point</i>
Star Enterprise	1327-03-00	2242
7-11	1238-00-00	1740
Coastal Mart	1906-14-04	5860
Country Fair	1945-00-00	1740
A-Plus	0362-02-01 0362-02-02 0362-02-03 0362-02-04 0362-03-01 0362-03-02 0362-03-03	1340

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Thank you in advance for your efforts in assuring this promotion is implemented as effectively as possible. Please do not hesitate to contact me should you have any questions.

Sincerely,

Lori MacWilliams

L.E. MacWilliams

ROM/#1610

:etb

cc: M. Richards/1740

J. Rago/1340

E. Thomas/2242

P. LaMarca/5860

D. Keeney

S. Schwalm

J. Campbell

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